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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

JUNE 1984 SALES FOR THE METAL TREATING INDUSTRY INCREASE 31.8% OVER JUNE 1983 FIGURES

The Commercial Heat Treating industry showed a 2.0% decrease in sales over May 1984.

Industry-wide, total billings for the first six months of 1984 amounted to $219.5 million, up 39.8% over the 1983 total for this period of $157.0 million.

All nine MTI districts recorded gains over the June 1983 sales totals.

A summary of percentage change by geographic regions follows:

	District	June 84 vs. June 83	Total 1984 vs. 1983
1	New England (MA-RI-CT)	19.2	23.5
2	Middle Atlantic (NY-NJ-E.PA-MD-QUE)	19.8	28.7
3	South Central (W.PA-OH-IN-KY)	45.3	45.3
4	Michigan	41.4	63.5
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	22.1	38.3
6	North Central (IL-WI-MN-MO-IA)	33.6	48.6
7	Pacific Coast (So.CA-AZ)	16.9	20.7
8	Southwest (TX-OK-AR-CO-LA-UT)	53.8	34.5
9	Northwest (No.CA-OR-WA-B.C.)	31.0	38.7

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METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS

JUNE, 1984

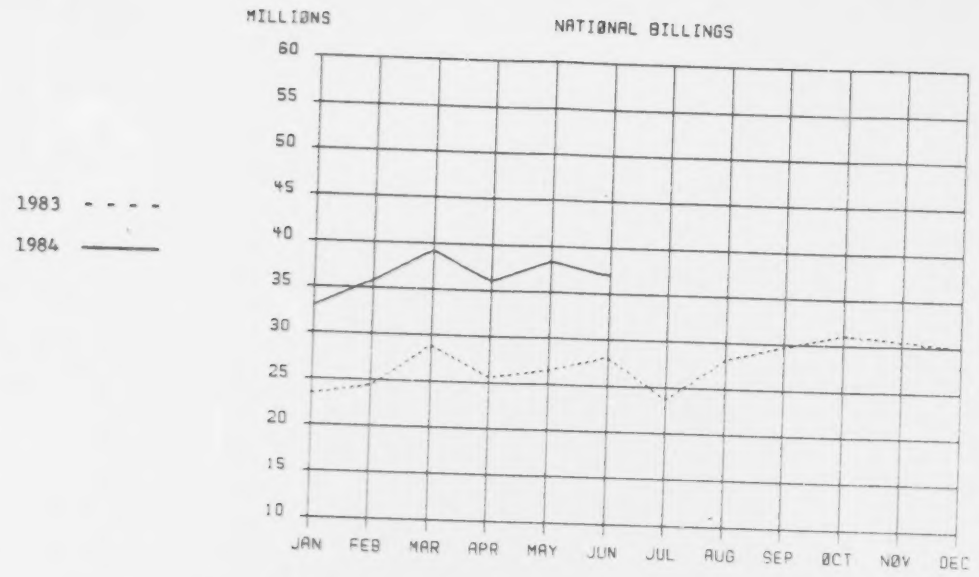
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1983	1984	%	1983	1984
Total	267	28111.2	37050.0	31.8	100.0	100.0
Dist. 1	15	1674.2	1995.0	19.2	6.0	5.4
Dist. 2	41	4678.8	5604.3	19.8	16.6	15.1
Dist. 3	52	4606.5	6691.4	45.3	16.4	18.1
Dist. 4	27	4164.9	5890.8	41.4	14.8	15.9
Dist. 5	19	1188.2	1451.0	22.1	4.2	3.9
Dist. 6	40	5639.7	7537.3	33.6	20.1	20.3
Dist. 7	36	4076.8	4767.8	16.9	14.5	12.9
Dist. 8	27	1685.7	2593.3	53.8	6.0	7.0
Dist. 9		396.3	519.0	31.0	1.4	1.4
Foreign	10					

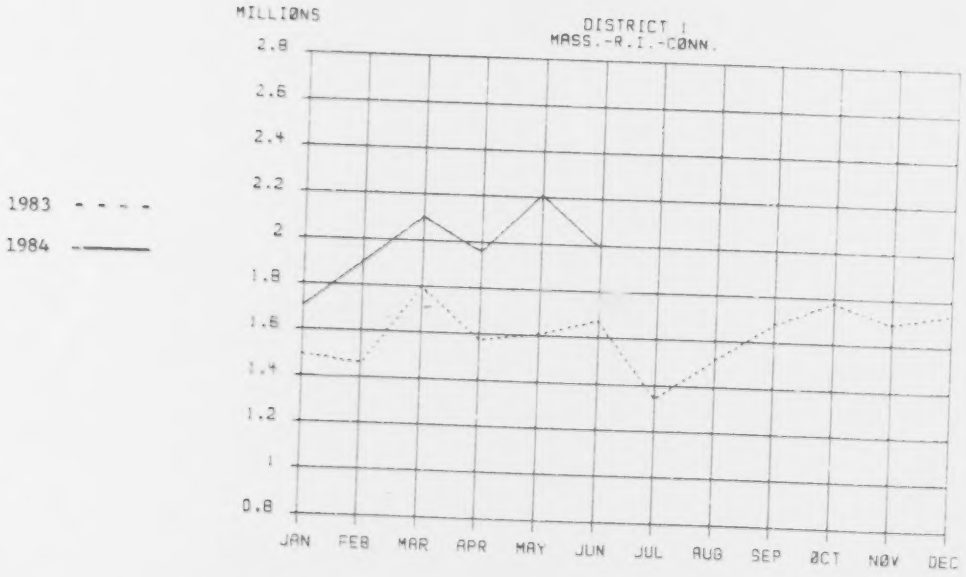
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1983	1984	%	1983	1984
Total	157025.3	219468.6	39.8	100.0	100.0
Dist. 1	9614.5	11877.7	23.5	6.1	5.4
Dist. 2	25688.9	33063.3	28.7	16.4	15.1
Dist. 3	25625.0	37232.9	45.3	16.3	17.0
Dist. 4	22377.3	36588.4	63.5	14.3	16.7
Dist. 5	6485.0	8971.1	38.3	4.1	4.1
Dist. 6	30935.3	45969.8	48.6	19.7	20.9
Dist. 7	22901.0	27647.2	20.7	14.6	12.6
Dist. 8	11185.1	15047.6	34.5	7.1	6.9
Dist. 9	2213.5	3070.5	38.7	1.4	1.4

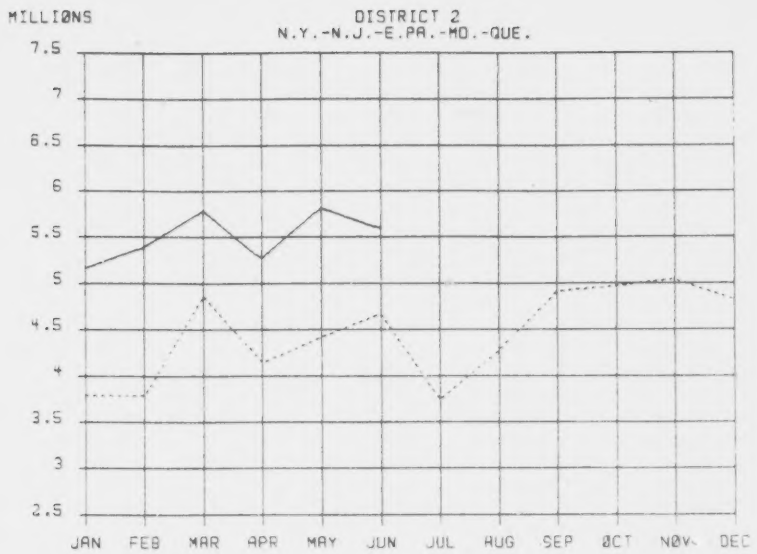
[1] Total MTI membership including firms that do not participate in monthly analysis.



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	41.1	46.5	35.5	40.9	44.4	31.8						
	Cumulative	41.1	43.°	40.7	40.7	41.5	39.8						



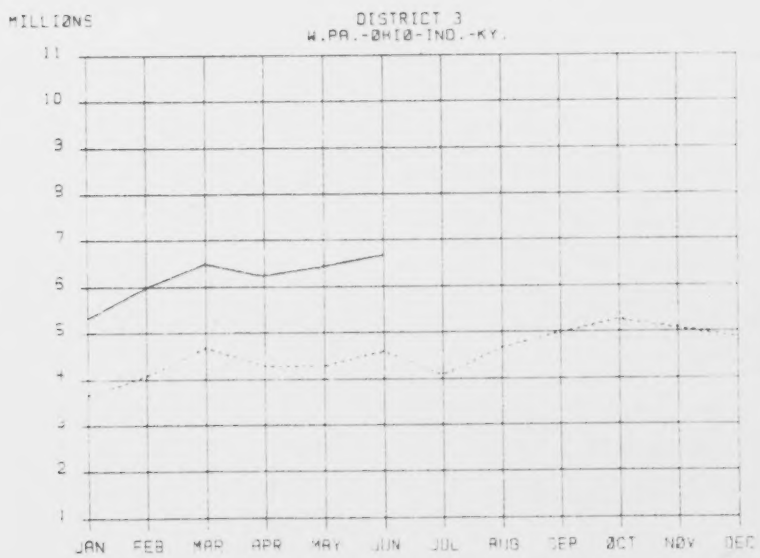
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	14.0	30.1	16.9	24.6	37.4	19.2						
	Cumulative	14.0	22.0	20.0	21.2	24.5	23.5						



1983 - - - -

1984 ———

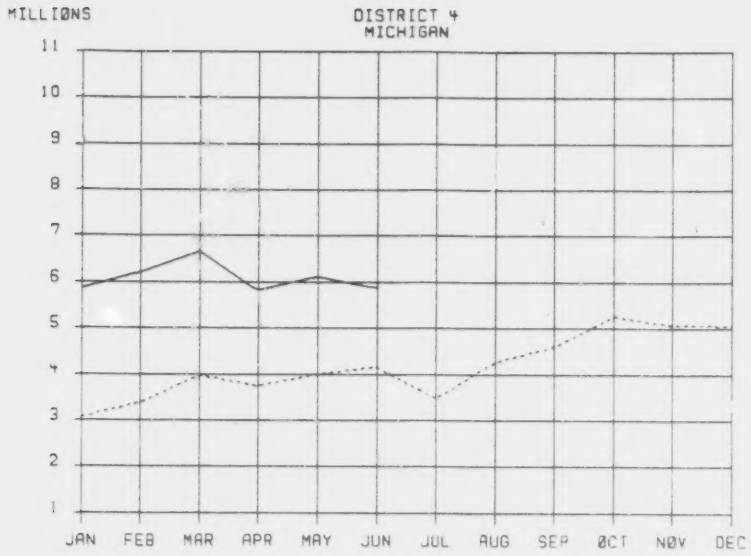
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	36.6	42.5	18.9	27.4	31.6	19.8						
% Change	Cumulative	36.6	39.6	31.5	30.4	30.7	28.7						



1983 - - - -

1984 ———

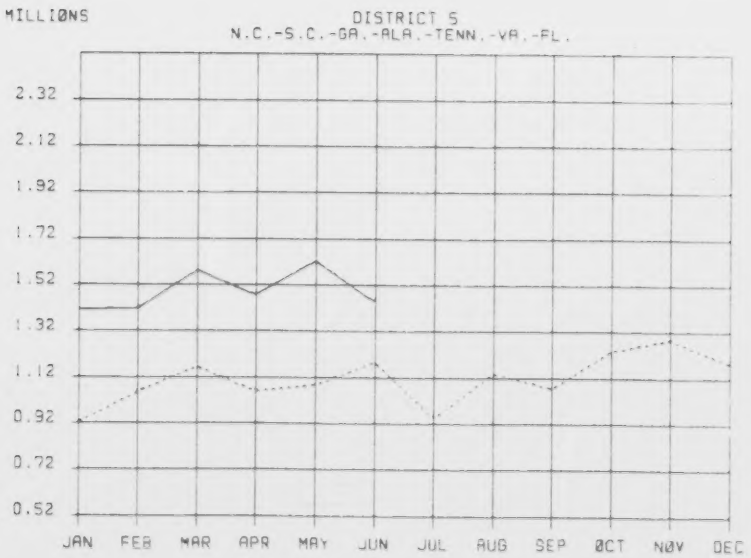
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	45.6	47.0	38.7	45.7	50.3	45.3						
% Change	Cumulative	45.6	46.4	43.5	44.0	45.3	45.3						



1983 - - - -

1984 ———

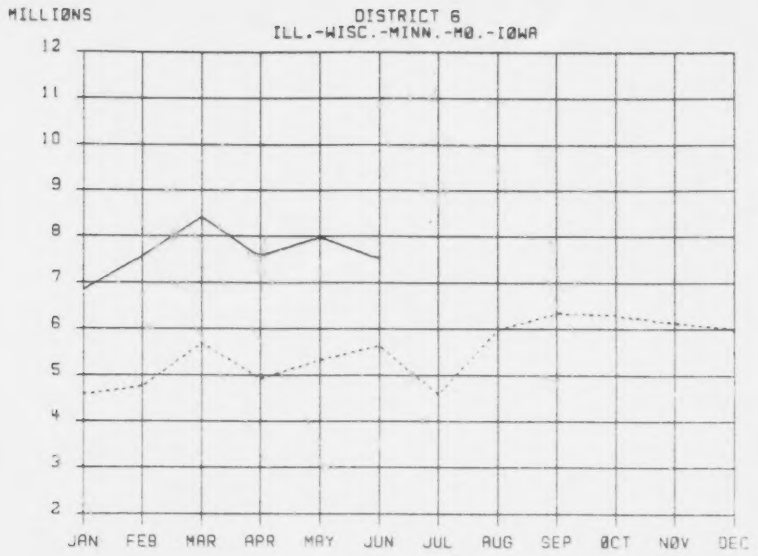
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	90.5	83.2	67.2	55.4	52.9	41.4						
% Change	Cumulative	90.5	86.7	79.3	73.0	68.6	63.5						



1983 - - - -

1984 ———

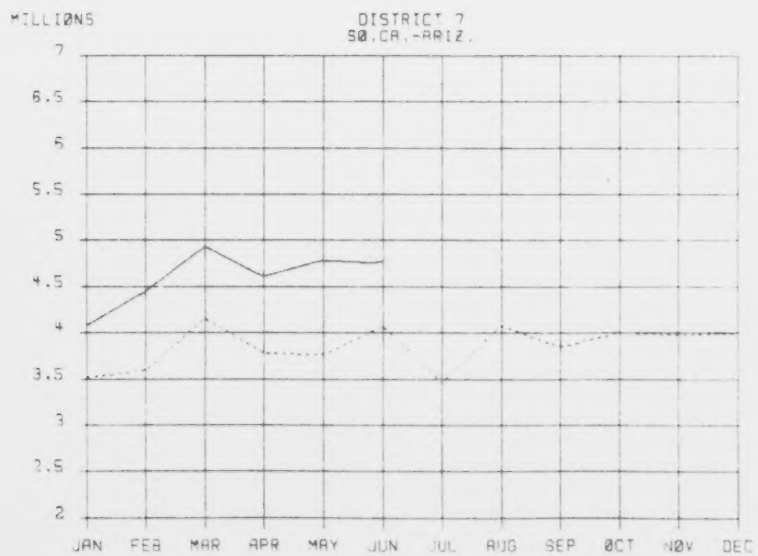
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	52.6	34.3	35.7	39.5	49.5	22.1						
% Change	Cumulative	52.6	42.8	40.2	40.0	42.0	38.3						



1983 - - - -

1984 ———

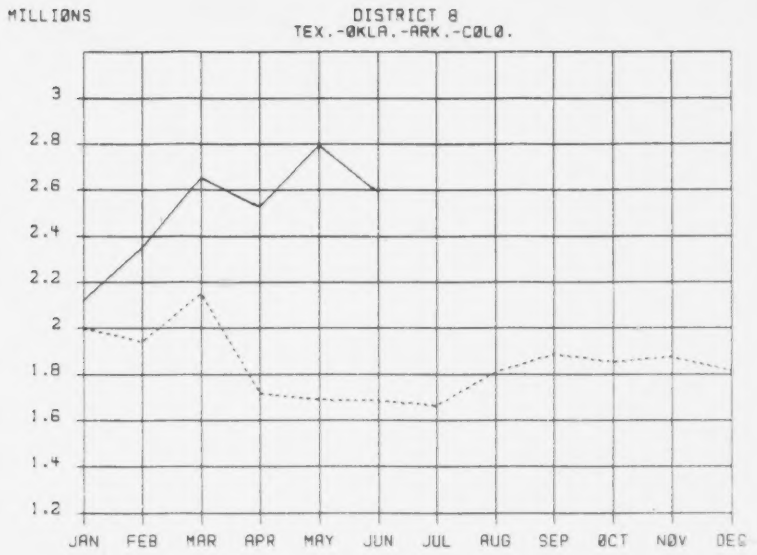
Gain or Loss % Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	49.6	59.1	47.7	54.2	50.0	33.6						
	Cumulative	49.6	54.5	51.9	52.5	51.9	48.6						



1983 - - - -

1984 ———

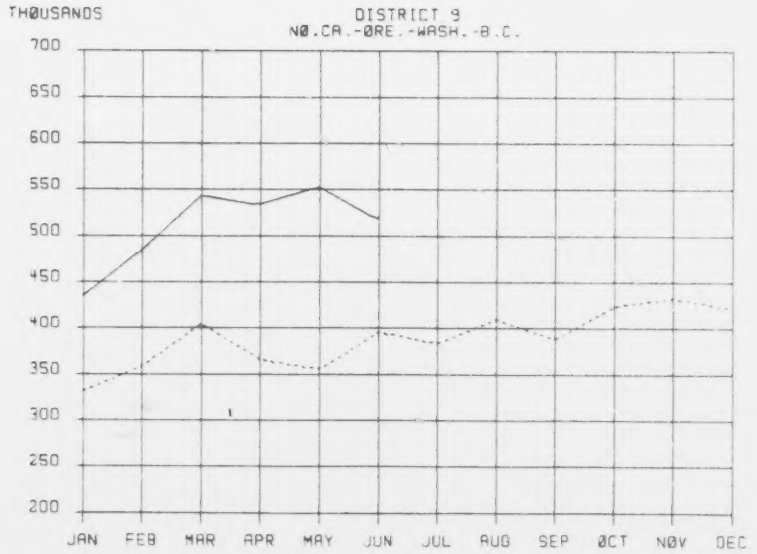
Gain or Loss % Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	16.0	23.9	18.6	22.1	27.1	16.9						
	Cumulative	16.0	20.0	19.5	20.1	21.5	20.7						



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.2	21.0	23.4	47.4	65.4	53.8						
% Change	Cumulative	6.2	13.5	17.0	23.7	31.1	34.5						



1983 - - - -

1984 ———

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	31.3	35.1	34.4	46.0	55.4	31.0						
% Change	Cumulative	31.3	33.2	33.7	36.8	40.4	38.7						